

Message Text

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ACTION SS-25

INFO OCT-01 ISO-00 SSO-00 /026 W
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R 111308Z MAR 76
FM AMEMBASSY BUCHAREST
TO SECSTATE WASHDC 6929

S E C R E T BUCHAREST 1254

EXDIS

E.O. 11652: GDS
TAGS: PFOR, PINS, PINT, ACOM, RO
SUBJ: SPATARU DELEGATION: VIP SPECIAL COMMUNICATIONS:
MOBILE GROUND COMMUNICATIONS NETWORK; AND ANTI-
TERRORIST DETECTION EQUIPMENT

REF: STATE 026972, STATE 026506

1. SUMMARY: SPATARU INDICATES THAT GOR IS PREPARED TO MOVE AHEAD ON VIP PACKAGE AND HAS SET UP INTERNAL GOVERNMENTAL STRUCTURE TO NEGOTIATE WITH SUPPLIERS. IN VIEW OF GOR ATTITUDE, EMBASSY RECOMMENDS CONTINUATION OF UNIFIED USG COORDINATION DURING SECOND AND CRUCIAL STAGE OF THIS UNDERTAKING. END SUMMARY.
2. EMBOFFS MET MARCH 9 WITH SPATARU, STEFANESCU AND DIMITRIU TO DEBRIEF GROUP ON OUTCOME OF GOR DELEGATION'S VISIT AT DEPARTMENT AND US ELECTRONICS FIRMS. SPATARU WAS EFFUSIVE IN THANKS AND PRAISE OF DR. GANLEY'S CONSIDERABLE EFFORTS TO ARRANGE HIGHLY SUCCESSFUL PROGRAM. HE EXPLAINED THAT DELAY IN MEETING WITH EMBASSY STEMMED FROM NEED TO AWAIT CEAUSESCU'S REVIEW OF DELEGATION'S ACTIVITIES. THE PRESIDENT REPORTEDLY WAS FAVORABLY IMPRESSED AND HAD GIVEN GREEN LIGHT TO PROCEED WITH PLANS.
3. VIP AIRCRAFT COMMUNICATIONS: FROM SPATARU'S DESCRIPTION ROMANIANS ARE TEMPTED TO SPLIT THE AIRCRAFT COMMUNICATIONS PACKAGE BETWEEN SUPPLIERS. FOR EXAMPLE, THOUGH FINAL DECISIONS

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HAVE NOT BEEN REACHED, SPATARU CONFIRMED PREFERENCE FOR COLLINS

FOR MUCH OF ON-BOARD EQUIPMENT, E-SYSTEMS FOR AIRCRAFT MODIFICATION WORK, AND HARRIS AND SYLVANIA FOR SPECIALISED COMPONENTS. THIS COULD, OF COURSE, REPRESENT SOME COMPETITIVE JOCKEYING FOR WHICH ROMANIANS HAVE A CERTAIN REPUTATION AND IT COULD ALSO SIMPLY REFLECT GOR REQUIREMENT TO HAVE AT LEAST TWO BIDDERS, POINT MADE TO US BY SPATARU. ON OTHER HAND IT WOULD FIT ROMANIAN COMMERCIAL PATTERN.

4. RECOGNIZING COMPLEXITIES OF COORDINATION AND LIAISON ON BOTH SIDES, SPATARU SAID A GENERAL MANAGER WOULD BE APPOINTED TO COORDINATE ACTIVITIES IN BUCHAREST AND CONTINUE TO FEED REQUESTS AND DECISIONS TO ROMANIAN COMMISSION FOR SPACE ACTIVITIES (RSCA) FOR TRANSMITTAL THROUGH AMERICAN EMBASSY SO LONG AS APPROPRIATE. AMBASSADOR BOGDAN WOULD BE KEPT INFORMED IN WASHINGTON BUT WOULD REFRAIN FROM CONTACTS WITH FIRMS.

5. MOBILE GROUND COMMUNICATIONS NETWORK. SPATARU NOTED THAT ADVANCED STATE OF US TECHNOLOGY IMPLIED COMPLETE RE-EVALUATION OF GOR'S PREPARATORY STUDY ALREADY COMPLETED FOR SITING OF EIGHTY GROUND STATIONS. GOR DOES HOPE FOR A NETWORK THAT CAN BE EXPANDED AND REMAIN SERVICEABLE FOR SEVERAL DECADES. MOTOROLA HAS MADE INITIAL OFFER, WHICH SPATARU TERMED EXTREMELY EXPENSIVE, AND IS EXPECTED TO GIVE REVISED OFFER WITHIN NEXT WEEK. EQUIPMENT OFFERED BY G.E. LESS ATTRACTIVE TO GOR, BUT BID NEVERTHELESS SOLICITED. A TEAM FROM MOTOROLA IS EXPECTED TO VISIT BUCHAREST IN ABOUT TEN DAYS TO NEGOTIATE WITH MR. BEDREAG IN CONTRANSIMEX, THE FTO OF MINISTRY OF TRANSPORTATION AND TELECOMMUNICATIONS. DEPUTY MINISTER AIRINEI WILL ASSUME MANAGEMENT TO COORDINATE INTERESTS OF FTO, MINISTRY, AND MINISTERIAL R&D INSTITUTE INVOLVED IN PROJECT.

6. ANTI-TERRORIST DETECTION EQUIPMENT. GENERAL DIACONESCU REPORTED PLEASED WITH ALL ASPECTS OF VISIT. HE EXPECTS TO MAINTAIN DIRECT CONTACT WITH FIRMS INVOLVED. DCM ASKED TO MEET WITH DIACONESCU AND DISCUSS WAYS EMBASSY MAY BE OF FURTHER HELP. SPATARU SIDESTEPED INVITATION WITH COUNTER-PROPOSAL THAT DIACONESCU NOTIFY EMBASSY "IF ANY PROBLEMS ARISE". EMBASSY WILL RAISE ISSUE AGAIN IN TERMS EXPRESSED IN STATE 026506.

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7. ACTION REQUESTED: WE ARE EXCEPTIONALLY IMPRESSED BY QUALITY AND EXHAUSTIVENESS OF PROGRAM ARRANGED FOR SPATARU AND BY CLOSE COORDINATION OF EXECUTIVE BRANCH ACTIONS UP TO NOW. WE ARE MOST ANXIOUS TO SEE THAT COORDINATION CONTINUE RIGHT THROUGH EXPORT LICENSING OF PACKAGE(S) SELECTED BY GOR. IN VIEW OF POSSIBLE GOR SELECTION OF MULTIPLE SUPPLIERS, WE WOULD HOPE THAT THERE WILL CONTINUE TO BE ONE CHANNEL THROUGH WHICH COMMUNICATIONS BETWEEN USG AND US FIRMS ARE FUNNELED

AND THROUGH WHICH ALL EXPORT LICENSE APPLICATIONS CAN BE COLLECTED FOR UNIFIED INTER-AGENCY CONSIDERATION. WE WOULD ALSO APPRECIATE GUIDANCE WHETHER EVENTUAL GOR DECISION TO SPLIT VIP PACKAGE INTO COMMUNICATIONS AND AIRCRAFT MODIFICATION COMPONENTS WOULD POSE MAJOR PROBLEMS FROM POLICY STANDPOINT.

8. ILLUSTRATIVE OF OPERATIONAL QUESTIONS WE ANTICIPATE ARE TWO BROACHED BY SPATARU CONCERNING WHICH WE SEEK DEPARTMENTAL RESPONSES:

A. WHEN MIGHT GOR KNOW WHETHER SYLVANIA MARK I WILL BE AVAILABLE COMMERCIALY? IS IT ANTICIPATED THAT DECISION ON COMMERCIAL AVAILABILITY LIKELY TO BE DEFERRED SO LONG THAT GOR WOULD BE ADVISED TO FORMULATE ITS PLANS ON ASSUMPTION THAT MARK I WILL NOT BE LICENSABLE?

B. WHAT IS LICENSING STATUS OF TWO MOTOROLA SINGLE SIDE BAND HIGH-FREQUENCY TRANSCEIVERS? SPATARU MENTIONED THAT HIS DELEGATION HAD LEFT MONEY WITH ROMANIAN EMBASSY OFFICER PETRESCU FOR PURCHASE OF THIS EQUIPMENT WHEN LICENSE APPROVED, BUT THAT APPROVAL NOT FORTHCOMING. BARNES

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PHYSICAL SECURITY, MEETING DELEGATIONS, INTERGOVERNMENTAL COOPERATION, ELECTRONIC SECURITY DEVICES, TERRORISTS
Control Number: n/a
Copy: SINGLE
Draft Date: 11 MAR 1976
Decaption Date: 28 MAY 2004
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: izenbei0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BUCHAR01254
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D760093-0255
From: BUCHAREST
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760373/aaaaclui.tel
Line Count: 138
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION SS
Original Classification: SECRET
Original Handling Restrictions: EXDIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: SECRET
Previous Handling Restrictions: EXDIS
Reference: 76 STATE 26972, 76 STATE 26506
Review Action: RELEASED, APPROVED
Review Authority: izenbei0
Review Comment: n/a
Review Content Flags:
Review Date: 03 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 MAY 2004 by woolflhd>; APPROVED <30 AUG 2004 by izenbei0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SPATARU DELEGATION: VIP SPECIAL COMMUNICATIONS: MOBILE GROUND COMMUNICATIONS NETWORK; AND ANTI-
TAGS: PFOR, PINS, PINT, ACOM, RO, US
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006